A8720-1
5/4/89

POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE		MAR 1989	MAR 1988	JUL-MAR 1988/89	JUL-MAR 1987/88
AL	Alabama	4,689	5,568	51,056	47,369
AK	Alaska	882	0	1,063	251
AZ	Arizona	331	145	1,963	2,071
AR	Arkansas	7,535	9,562	29,964	39,590
CA	California	6,419	8,064	54,967	56,743
CO	Colorado	1,611	1,608	6,209	4,759
CT	Connecticut	388	250	6,468	2,014
DE	Delaware	311	1,879	11,383	13,002
FL	Florida	17,890	15,969	107,739	101,271
GA	Georgia	16,432	10,394	104,822	86,680
HI	Hawaii	0	24	8,612	9,749
ID	Idaho	1,689	4,147	13,133	15,328
IL	Illinois	19,237	33,741	418,950	526,377
IN	Indiana	13,155	11,133	219,238	254,898
IA	Iowa	18,056	26,236	384,197	365,517
KS	Kansas	7,351	6,623	38,806	36,281
KY	Kentucky	10,511	6,430	76,842	67,911
LA	Louisiana	21,979	17,759	134,340	124,692
ME	Maine	289	519	4,445	4,714
MD	Maryland	700	5,289	23,156	24,010
MA	Massachusetts	204	412	1,980	2,642
MI	Michigan	4,957	8,957	106,664	108,953
MN	Minnesota	11,481	17,089	231,116	236,313
MS	Mississippi	12,842	4,773	26,098	30,298
MO	Missouri	29,799	32,464	206,346	194,857
MT	Montana	422	995	5,883	7,257
NE	Nebraska	3,253	4,078	22,435	23,934
NV	Nevada	0	0	61	0
NH	New Hampshire	0	198	311	587
NJ	New Jersey	760	805	3,726	3,194
NM	New Mexico	1,200	1,085	14,389	7,658
NY	New York	3,810	3,086	26,156	24,093
NC	North Carolina	7,796	24,655	68,791	73,221
ND	North Dakota	698	727	11,065	14,409
OH	Ohio	16,152	9,820	307,008	349,271
OK	Oklahoma	3,268	2,742	16,827	16,457
OR	Oregon	5,445	5,167	18,837	22,664
PA	Pennsylvania	10,030	5,163	35,056	37,830
RI	Rhode Island	228	253	2,020	813
SC	South Carolina	5,742	13,934	57,371	52,539
SD	South Dakota	543	817	8,496	8,404
TN	Tennessee	8,973	5,773	67,831	69,132
TX	Texas	25,298	21,034	86,420	115,828
UT	Utah	(4,787)	113	6,595	5,684
VT	Vermont	394	67	1,036	1,206
VA	Virginia	10,783	21,072	57,200	65,145
WA	Washington	8,297	7,495	30,534	27,246
WV	West Virginia	436	362	919	1,226
WI	Wisconsin	12,800	7,738	187,481	163,901
WY	Wyoming	371	390	1,277	1,363
	TOTAL U.S.:	330,650	366,604	3,307,282	3,449,352
CANADA					
AB	Alberta	2,013	2,883	12,777	15,158
BC	Brit. Columbia	895	1,839	5,443	3,891
MB	Manitoba	788	837	12,590	17,008
NB	New Brunswick	1,292	1,932	7,894	10,361
NF	Newfoundland	0	0	0	0
NS	Nova Scotia	946	947	3,150	3,330
ON	Ontario	12,012	16,468	92,851	165,979
PE	Pr.Edward Isle	603	318	6,058	5,500
PQ	Quebec	9,926	3,074	47,735	98,656
SK	Saskatchewan	607	413	5,787	14,689
	TOTAL CAN:	29,082	28,711	194,285	334,572
EXPORT SALES:		362,229	381,202	2,921,698	3,002,255
TOTAL AG SALES		721,961	776,517	6,423,265	6,786,179
Non-Ag	U.S.	39,526	38,396	332,901	315,809
	Canada	1,297	2,660	18,639	19,544
	Exports	12,626	8,479	89,854	85,168
TOTAL NON-AG SALES		53,449	49,535	441,394	420,521
GRAND TOTAL		775,410	826,052	6,864,659	7,206,700

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

MARCH 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	318	1,156	2,445	69	701	4,689
AK Alaska	29	0	853	0	0	882
AZ Arizona	60	32	135	0	104	331
AR Arkansas	29	0	5,334	2,164	8	7,535
CA California	2,162	859	2,456	137	805	6,419
CO Colorado	318	0	1,103	84	106	1,611
CT Connecticut	0	307	59	0	22	388
DE Delaware	187	0	16	42	66	311
FL Florida	7,296	2,630	4,224	1,368	2,372	17,890
GA Georgia	2,976	2,800	5,831	2,200	2,625	16,432
HI HaWaii	0	0	0	0	0	0
ID Idaho	115	1,034	534	0	6	1,689
IL Illinois	581	11,979	5,080	1,316	281	19,237
IN Indiana	752	7,960	2,260	1,907	276	13,155
IA Iowa	126	4,653	7,890	5,283	104	18,056
KS Kansas	431	1,808	3,946	942	224	7,351
KY Kentucky	2	8,350	633	0	1,526	10,511
LA Louisiana	2,949	2,703	15,083	1,184	60	21,979
ME Maine	0	0	190	79	20	289
MD Maryland	0	0	220	470	10	700
MA Massachusetts	0	61	0	63	80	204
MI Michigan	0	2,523	2,099	29	306	4,957
MN Minnesota	124	2,649	7,456	937	315	11,481
MS Mississippi	4,512	3,690	2,697	1,771	172	12,842
MO Missouri	1,476	1,813	19,649	6,713	148	29,799
MT Montana	0	20	386	16	0	422
NE Nebraska	248	291	1,054	1,009	651	3,253
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	62	570	98	30	760
NM New Mexico	15	0	692	0	493	1,200
NY New York	0	249	2,447	715	399	3,810
NC North Carolina	1,194	734	3,703	1,400	765	7,796
ND North Dakota	0	149	549	0	0	698
OH Ohio	1,763	7,837	4,608	531	1,413	16,152
OK Oklahoma	232	253	2,672	46	65	3,268
OR Oregon	242	1,503	3,414	147	139	5,445
PA Pennsylvania	802	44	8,571	373	240	10,030
RI Rhode Island	0	0	179	0	49	228
SC South Carolina	669	1,520	2,059	564	930	5,742
SD South Dakota	0	389	84	70	0	543
TN Tennessee	312	3,208	5,383	15	55	8,973
TX Texas	1,347	4,731	15,273	2,508	1,439	25,298
UT Utah	(5,138)	15	336	0	0	(4,787)
VT Vermont	0	0	394	0	0	394
VA Virginia	1,537	554	7,611	529	552	10,783
WA Washington	930	2,244	4,501	512	110	8,297
WV West Virginia	0	364	72	0	0	436
WI Wisconsin	1,625	6,583	2,922	1,174	496	12,800
WY Wyoming	31	0	335	0	5	371
TOTAL U.S.:	30,252	87,757	158,008	36,465	18,168	330,650
CANADA						
AB Alberta	14	0	1,949	50	0	2,013
BC Brit. Columbia	0	0	842	0	53	895
MB Manitoba	0	87	578	123	0	788
NB New Brunswick	0	461	665	0	166	1,292
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	946	0	0	946
ON Ontario	68	9,971	1,593	41	339	12,012
PE Pr.Edward Isle	0	0	603	0	0	603
PQ Quebec	20	0	9,773	0	133	9,926
SK Saskatchewan	0	0	607	0	0	607
TOTAL CAN:	102	10,519	17,556	214	691	29,082
*EXPORT SALES:	242,646	22,093	81,600	13,169	2,721	362,229
TOTAL AG SALES	273,000	120,369	257,164	49,848	21,580	721,961
NON-AG U.S.	27,905	-	-	11,037	584	39,526
Canada	1,041	-	-	256	0	1,297
*Exports	948	-	-	11,678	0	12,626
TOTAL NON-AG SALES	29,894	-	-	22,971	584	53,449
GRAND TOTAL	**302,894**	**120,369**	**257,164**	**72,819**	**22,164**	**775,410**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

MARCH 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	13	8,818	27,251	0	0	36,082
Bangladesh	21,177	0	0	0	0	21,177
Brazil	19,141	7,804	21,588	0	0	48,533
China	55,603	0	0	0	0	55,603
Columbia	2,851	0	0	0	684	3,535
Costa Rica	4,033	0	0	0	1,604	5,637
Denmark	9,974	0	0	0	0	9,974
Dom. Republic	0	0	10,778	13	138	10,929
Holland	0	0	4,987	0	0	4,987
India	365	0	0	0	0	365
Indonesia	23,462	0	0	0	0	23,462
Ireland		0	2,719	0	0	2,719
Japan	9,[illegible]	5,471	3,354	13,156	0	31,151
Korea	16,[illegible]	0	0	0	0	16,706
Malaysia	45,[illegible]1	0	0	0	0	45,601
Mexico	298	0	0	0	94	392
New Zealand	12,603	0	10,923	0	0	23,526
Nigeria	6,614	0	0	0	0	6,614
Norway	10,692	0	0	0	0	10,692
Peru	0	0	0	0	21	21
Puerto Rico	0	0	0	0	11	11
Sri Lanka	4,302	0	0	0	169	4,471
Taiwan	41	0	0	0	0	41
TOTAL AG:	242,646	22,093	81,600	13,169	2,721	362,229
NON-AGRICULTURAL						
Japan	325	-	-	11,678	0	12,003
Korea	262	-	-	0	0	262
Mexico	221	-	-	0	0	221
Pakistan	26	-	-	0	0	26
Taiwan	51	-	-	0	0	51
United Kingdom	63	-	-	0	0	63
TOTAL NON-AG:	948	-	-	11,678	0	12,626
TOTAL EXPORTS	**243,594**	**22,093**	**81,600**	**24,847**	**2,721**	**374,855**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

MARCH 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	305	982	2,416	69	3,772
AK Alaska	0	0	0	0	0
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	921	1,749	2,670
CA California	0	0	246	137	383
CO Colorado	0	0	0	0	0
CT Connecticut	0	307	59	0	366
DE Delaware	187	0	0	42	229
FL Florida	7,172	2,599	4,178	1,368	15,317
GA Georgia	2,727	2,800	5,831	2,187	13,545
HI Hawaii	0	0	0	0	0
ID Idaho	0	192	43	0	235
IL Illinois	581	11,384	370	1,316	13,651
IN Indiana	384	7,960	2,198	1,907	12,449
IA Iowa	0	4,165	5,047	5,268	14,480
KS Kansas	0	0	15	439	454
KY Kentucky	0	7,984	28	0	8,012
LA Louisiana	2,716	1,785	10,781	313	15,595
ME Maine	0	0	190	0	190
MD Maryland	0	0	220	470	690
MA Massachusetts	0	61	0	63	124
MI Michigan	0	2,523	2,099	29	4,651
MN Minnesota	124	2,617	7,081	937	10,759
MS Mississippi	0	3,675	0	1,756	5,431
MO Missouri	0	157	7,733	6,371	14,261
MT Montana	0	20	401	16	437
NE Nebraska	0	274	319	961	1,554
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	0	0	0
NJ New Jersey	0	62	570	98	730
NM New Mexico	0	0	0	0	0
NY New York	0	249	2,447	715	3,411
NC North Carolina	1,144	734	3,703	1,386	6,967
ND North Dakota	0	149	549	0	698
OH Ohio	1,763	7,837	3,634	531	13,765
OK Oklahoma	0	0	252	0	252
OR Oregon	0	1,327	2,467	147	3,941
PA Pennsylvania	788	44	8,514	373	9,719
RI Rhode Island	0	0	179	0	179
SC South Carolina	669	1,520	2,059	564	4,812
SD South Dakota	0	389	84	70	543
TN Tennessee	0	3,208	5,322	0	8,530
TX Texas	0	14	0	0	14
UT Utah	0	0	0	0	0
VT Vermont	0	0	394	0	394
VA Virginia	1,347	554	7,611	529	10,041
WA Washington	930	2,141	4,409	512	7,992
WV West Virginia	0	364	72	0	436
WI Wisconsin	1,625	6,583	2,922	1,174	12,304
WY Wyoming	0	0	74	0	74
TOTAL U.S.:	22,462	74,660	95,438	31,497	224,057
CANADA					
AB Alberta	14	0	1,949	50	2,013
BC Brit. Columbia	0	0	842	0	842
MB Manitoba	0	87	578	123	788
NB New Brunswick	0	461	665	0	1,126
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	946	0	946
ON Ontario	68	9,971	1,545	41	11,625
PE Pr.Edward Isle	0	0	603	0	603
PQ Quebec	20	0	9,773	0	9,793
SK Saskatchewan	0	0	607	0	607
TOTAL CAN:	102	10,519	17,508	214	28,343
*EXPORT SALES:	236,357	22,093	63,279	13,156	334,885
TOTAL AG SALES	258,921	107,272	176,225	44,867	587,285
NON-AG U.S.	16,309	-	-	10,319	26,628
Canada	1,041	-	-	256	1,297
*Exports	727	-	-	11,678	12,405
TOTAL NON-AG SALES	18,077	-	-	22,253	40,330
GRAND TOTAL	**276,998**	**107,272**	**176,225**	**67,120**	**627,615**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

MARCH 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	13	8,818	27,251	0	36,082
Bangladesh	21,177	0	0	0	21,177
Brazil	16,001	7,804	14,045	0	37,850
China	55,603	0	0	0	55,603
Costa Rica	4,033	0	0	0	4,033
Denmark	9,974	0	0	0	9,974
Holland	0	0	4,987	0	4,987
India	365	0	0	0	365
Indonesia	23,462	0	0	0	23,462
Ireland	0	0	2,719	0	2,719
Japan	9,170	5,471	3,354	13,156	31,151
Korea	16,706	0	0	0	16,706
Malaysia	45,601	0	0	0	45,601
New Zealand	12,603	0	10,923	0	23,526
Nigeria	6,614	0	0	0	6,614
Norway	10,692	0	0	0	10,692
Sri Lanka	4,302	0	0	0	4,302
Taiwan	41	0	0	0	41
TOTAL AG:	236,357	22,093	63,279	13,156	334,885
NON-AGRICULTURAL					
Japan	325	-	-	11,678	12,003
Korea	262	-	-	0	262
Pakistan	26	-	-	0	26
Taiwan	51	-	-	0	51
United Kingdom	63	-	-	0	63
TOTAL NON-AG:	727	-	-	11,678	12,405
TOTAL EXPORTS	**237,084**	**22,093**	**63,279**	**24,834**	**347,290**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

MARCH 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	13	174	29	0	701	917
AK Alaska	29	0	853	0	0	882
AZ Arizona	60	32	135	0	104	331
AR Arkansas	29	0	4,413	415	8	4,865
CA California	2,162	859	2,210	0	805	6,036
CO Colorado	318	0	1,103	84	106	1,611
CT Connecticut	0	0	0	0	22	22
DE Delaware	0	0	16	0	66	82
FL Florida	124	31	46	0	2,372	2,573
GA Georgia	249	0	0	13	2,625	2,887
HI Hawaii	0	0	0	0	0	0
ID Idaho	115	842	491	0	6	1,454
IL Illinois	0	595	4,710	0	281	5,586
IN Indiana	368	0	62	0	276	706
IA Iowa	126	488	2,843	15	104	3,576
KS Kansas	431	1,808	3,931	503	224	6,897
KY Kentucky	2	366	605	0	1,526	2,499
LA Louisiana	233	918	4,302	871	60	6,384
ME Maine	0	0	0	79	20	99
MD Maryland	0	0	0	0	10	10
MA Massachusetts	0	0	0	0	80	80
MI Michigan	0	0	0	0	306	306
MN Minnesota	0	32	375	0	315	722
MS Mississippi	4,512	15	2,697	15	172	7,411
MO Missouri	1,476	1,656	11,916	342	148	15,538
MT Montana	0	0	(15)	0	0	(15)
NE Nebraska	248	17	735	48	651	1,699
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	30	30
NM New Mexico	15	0	692	0	493	1,200
NY New York	0	0	0	0	399	399
NC North Carolina	50	0	0	14	765	829
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	974	0	1,413	2,387
OK Oklahoma	232	253	2,420	46	65	3,016
OR Oregon	242	176	947	0	139	1,504
PA Pennsylvania	14	0	57	0	240	311
RI Rhode Island	0	0	0	0	49	49
SC South Carolina	0	0	0	0	930	930
SD South Dakota	0	0	0	0	0	0
TN Tennessee	312	0	61	15	55	443
TX Texas	1,347	4,717	15,273	2,508	1,439	25,284
UT Utah	(5,138)	15	336	0	0	(4,787)
VT Vermont	0	0	0	0	0	0
VA Virginia	190	0	0	0	552	742
WA Washington	0	103	92	0	110	305
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	496	496
WY Wyoming	31	0	261	0	5	297
TOTAL U.S.:	7,790	13,097	62,570	4,968	18,168	106,593
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	53	53
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	166	166
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	48	0	339	387
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	133	133
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	48	0	691	739
*EXPORT SALES:	6,289	0	18,321	13	2,721	27,344
TOTAL AG SALES	14,079	13,097	80,939	4,981	21,580	134,676
NON-AG U.S.	11,596	-	-	718	584	12,898
Canada	0	-	-	0	0	0
*Exports	221	-	-	0	0	221
TOTAL NON-AG SALES	11,817	-	-	718	584	13,119
GRAND TOTAL	25,896	13,097	80,939	5,699	22,164	147,795

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

MARCH 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Brazil	3,140	0	7,543	0	0	10,683
Columbia	2,851	0	0	0	684	3,535
Costa Rica	0	0	0	0	1,604	1,604
Dom. Republic	0	0	10,778	13	138	10,929
Mexico	298	0	0	0	94	392
Peru	0	0	0	0	21	21
Puerto Rico	0	0	0	0	11	11
Sri Lanka	0	0	0	0	169	169
TOTAL AG:	6,289	0	18,321	13	2,721	27,344
NON-AGRICULTURAL						
Mexico	221	-	-	0	0	221
TOTAL NON-AG:	221	-	-	0	0	221
TOTAL EXPORTS	**6,510**	**0**	**18,321**	**13**	**2,721**	**27,565**